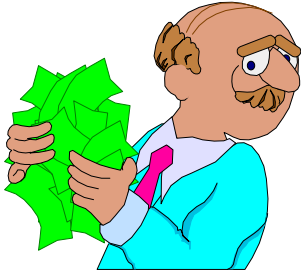# THESE THINGS DON'T COUNT
IN CLASSIFYING YOUR
POSITION

FINANCIAL NEED

RELATIVE EFFICIENCY

VOLUME OF WORK

UNUSUAL QUALIFICATIONS

SCARCITY OF NEW EMPLOYEES

LENGTH OF SERVICE

PERSONALITY